

BAYPORT SECURITISATION (RF) LTD

INVESTOR REPORT

MARCH 2016

your future now

BAYPORT
FINANCIAL SERVICES

Monthly Investor Report

Financial statistics for the period ended March 2016

		Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	Jun 15	May 15	Apr 15
Performance ratios *													
Total income as a % of ave gross loans and advances	%	23.8%	24.1%	24.3%	25.0%	25.4%	25.3%	25.3%	25.3%	25.5%	25.6%	26.0%	26.2%
Direct and indirect expenses to ave gross loans and advances	%	6.5%	6.6%	6.9%	7.1%	8.3%	8.8%	8.7%	8.5%	8.3%	8.1%	8.0%	7.9%
Direct and indirect expenses to total income	%	27.1%	27.5%	28.5%	28.6%	32.6%	34.8%	34.2%	33.5%	32.6%	31.8%	30.8%	30.2%
Return on assets	%	(0.7%)	(0.6%)	(0.6%)	(0.7%)	(2.4%)	(2.9%)	(3.0%)	(3.1%)	(3.5%)	(3.9%)	(5.8%)	(5.7%)
Gearing ratio	times	2.4	2.6	2.9	3.1	3.4	3.5	3.5	3.5	3.5	3.5	3.5	3.4
Interest margin	%	13.2%	13.2%	13.5%	14.0%	14.9%	14.9%	14.8%	14.8%	14.9%	15.0%	15.3%	15.5%
Asset and credit quality ratios													
Gross loans and advances	R '000	4,925,161	4,908,122	4,900,298	4,889,171	4,842,086	4,810,352	4,730,631	4,676,739	4,649,955	4,641,364	4,680,271	4,696,404
Non-Performing Loans ("NPLs")	R '000	1,296,646	1,281,081	1,247,707	1,217,002	1,190,060	1,189,479	1,205,930	1,211,280	1,118,960	1,024,109	931,155	930,749
Carrying value of written off book	R '000	479,930	479,930	479,930	479,930	546,587	565,087	570,087	570,087	579,087	589,790	582,291	585,830
Impairment provision	R '000	1,996,028	1,964,949	1,940,447	1,922,400	1,869,895	1,852,055	1,805,874	1,773,232	1,762,670	1,756,094	1,729,147	1,718,578
Net loans and advances	R '000	3,409,062	3,423,102	3,439,781	3,446,700	3,518,778	3,523,384	3,494,844	3,473,594	3,466,372	3,475,060	3,533,415	3,563,657
Non-performing loans ratio	%	26.3%	26.1%	25.5%	24.9%	24.6%	24.7%	25.5%	25.9%	24.1%	22.1%	19.9%	19.8%
Provision coverage	%	40.5%	40.0%	39.6%	39.3%	38.6%	38.5%	38.2%	37.9%	37.9%	37.8%	36.9%	36.6%
Funding and cash reserves													
Interest bearing liabilities	R '000	4,892,132	5,095,479	5,019,116	5,039,310	4,600,381	4,760,833	4,605,433	4,846,984	4,813,077	4,831,241	4,766,215	4,764,239
Average cost of borrowings	%	11.1%	11.0%	10.9%	10.9%	10.8%	10.8%	10.9%	10.8%	10.9%	10.8%	10.9%	10.8%
Cash and cash equivalents	R '000	423,930	659,283	559,695	564,001	139,319	243,077	88,740	401,456	346,557	324,050	286,397	231,948

* 12 months rolling average

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Origination

		% change MOM	Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	Jun 15	May 15	Apr 15
Disbursements	R '000	(7.5%)	86,479	93,451	76,553	92,880	85,972	125,943	111,994	93,613	91,449	58,436	68,848	61,519
Number of new loans		(3.9%)	4,248	4,422	3,493	4,158	4,242	5,991	5,861	4,977	5,037	3,362	3,460	3,043
Number of loans on book		(0.6%)	203,772	204,901	206,094	207,949	208,993	210,442	211,445	210,940	212,476	213,323	215,819	217,842
Average loan value at acquisition	Rand	(3.7%)	20,358	21,133	21,916	22,338	20,267	21,022	19,108	18,809	18,156	17,381	19,898	20,217
Average term at acquisition	Months	(3.2%)	32.2	33.3	33.2	32.8	31.0	30.9	29.2	29.0	28.8	26.1	27.1	30.0

Statistics

Loans and advances by geographic location

Province	Cellular	Payroll	Debit order	Total
Eastern Cape	13%	7%	11%	11%
Free State	5%	7%	7%	7%
Gauteng	34%	51%	35%	35%
Kwazulu-Natal	14%	11%	15%	15%
Limpopo	5%	3%	7%	7%
Mpumulanga	7%	3%	6%	6%
Northern Cape	3%	2%	3%	3%
North-West	7%	4%	6%	6%
Western Cape	12%	12%	11%	11%
Grand Total	100%	100%	100%	100%

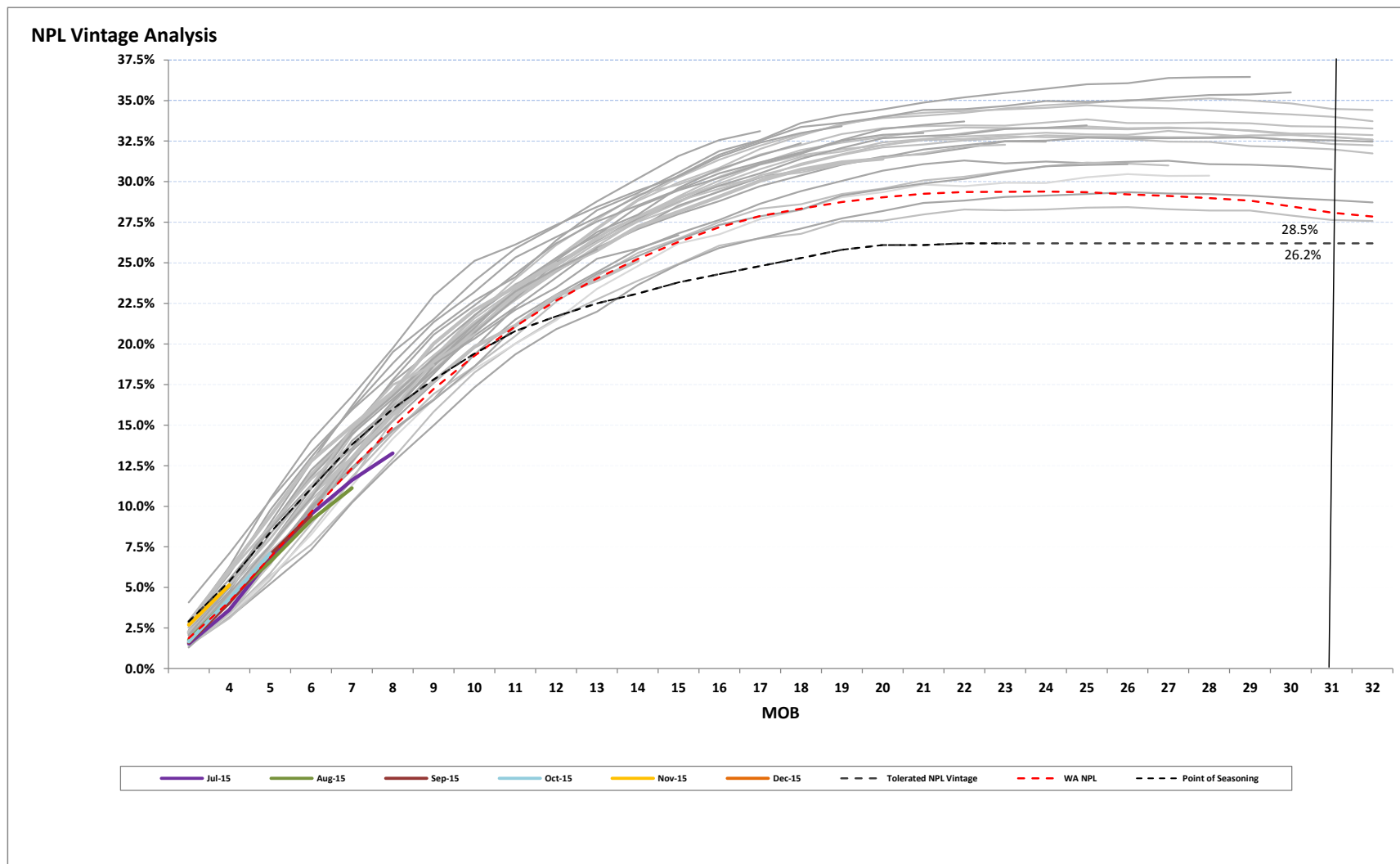
Monthly Investor Report

Asset quality

	% change MOM	Mar 16 R'000	Feb 16 R'000	Jan 16 R'000	Dec 15 R'000	Nov 15 R'000	Oct 15 R'000	Sep 15 R'000	Aug 15 R'000	Jul 15 R'000	Jun 15 R'000	May 15 R'000	Apr 15 R'000
Gross loans and advances	0.3%	4,925,161	4,908,122	4,900,298	4,889,171	4,842,086	4,810,352	4,730,631	4,676,739	4,649,955	4,641,364	4,680,271	4,696,404
Performing loans	0.0%	3,628,515	3,627,041	3,652,591	3,672,169	3,652,026	3,620,873	3,524,701	3,465,459	3,530,995	3,617,255	3,749,116	3,765,655
Non-performing loans	1.2%	1,296,646	1,281,081	1,247,707	1,217,002	1,190,060	1,189,479	1,205,930	1,211,280	1,118,960	1,024,109	931,155	930,749
Impairment provision													
Opening balance	1.3%	1,964,949	1,940,447	1,922,400	1,869,895	1,852,055	1,805,874	1,773,232	1,762,670	1,756,094	1,729,147	1,718,578	1,726,438
Bad debt written-off	(14.3%)	(40,784)	(47,615)	(39,693)	(47,260)	(44,507)	(46,323)	(42,960)	(49,320)	(49,172)	(56,157)	(45,742)	(66,485)
Provision raised	(0.4%)	71,863	72,117	57,739	99,765	62,347	92,504	75,602	59,882	55,748	83,104	56,311	58,625
Closing balance	1.6%	1,996,028	1,964,949	1,940,447	1,922,400	1,869,895	1,852,055	1,805,874	1,773,232	1,762,670	1,756,094	1,729,147	1,718,578

Monthly Investor Report

Asset quality (continued)



Monthly Investor Report

Asset quality (continued)

Contractual delinquency (CD) loans and advances distribution *	Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	Jun 15	May 15	Apr 15
	%	%	%	%	%	%	%	%	%	%	%	%
0	59.5%	59.2%	59.6%	61.3%	62.2%	62.9%	62.2%	62.2%	63.9%	64.5%	65.8%	65.6%
1	5.4%	5.9%	6.6%	5.6%	5.4%	5.2%	5.1%	4.7%	5.1%	5.6%	6.2%	6.2%
2	4.9%	5.1%	4.5%	4.5%	4.4%	4.0%	4.0%	3.9%	3.7%	4.3%	4.3%	4.5%
3	3.9%	3.7%	3.8%	3.7%	3.4%	3.2%	3.2%	3.3%	3.2%	3.5%	3.8%	3.9%
4 +	26.3%	26.1%	25.5%	24.9%	24.6%	24.7%	25.5%	25.9%	24.1%	22.1%	19.9%	19.8%
Monthly loans and advances movement												
	Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	Jun 15	May 15	Apr 15
	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Opening balance	4,908,122	4,900,298	4,889,171	4,842,086	4,810,352	4,730,631	4,676,739	4,649,955	4,641,364	4,680,271	4,696,404	4,734,662
Disbursements	86,479	93,451	76,553	92,880	85,972	125,943	111,994	93,613	91,449	58,436	68,848	61,519
Interest and other similiar income	80,042	76,055	82,704	96,029	91,081	95,690	88,749	87,060	89,055	74,253	86,064	88,137
Non-interest revenue	50,181	47,491	45,421	52,672	52,219	57,553	55,226	53,853	57,229	50,872	52,003	50,919
Collections	(183,100)	(179,379)	(170,696)	(179,120)	(187,877)	(200,224)	(194,570)	(187,379)	(206,888)	(186,056)	(189,300)	(190,689)
Bad debt write-offs and write-backs	(16,563)	(29,795)	(22,855)	(15,376)	(9,661)	759	(7,507)	(20,363)	(22,254)	(36,412)	(33,748)	(48,145)
Closing balance	4,925,161	4,908,122	4,900,298	4,889,171	4,842,086	4,810,352	4,730,631	4,676,739	4,649,955	4,641,364	4,680,271	4,696,404

* Arrears instalments

Monthly Investor Report

Liquidity and funding

Funding	% change MOM	Mar 16 R'000	Feb 16 R'000	Jan 16 R'000	Dec 15 R'000	Nov 15 R'000	Oct 15 R'000	Sep 15 R'000	Aug 15 R'000	Jul 15 R'000	Jun 15 R'000	May 15 R'000	Apr 15 R'000
Class A Notes (senior)	(0.7%)	1,929,117	1,941,813	1,941,813	1,941,813	2,108,955	2,108,955	2,108,955	2,426,009	2,426,009	2,426,009	2,608,591	2,543,591
Senior warehouse funding	(100.0%)	-	150,000	150,000	150,000	235,000	235,000	235,000	235,000	235,000	235,000	85,000	150,000
Class B Notes (Mezzanine)	(2.1%)	343,331	350,550	350,550	350,550	357,503	357,503	357,503	364,208	364,208	364,208	370,696	370,696
Other subordinated funding	(1.3%)	2,619,686	2,653,116	2,576,753	2,596,947	1,898,923	2,059,375	1,903,975	1,821,766	1,787,860	1,806,024	1,701,928	1,699,951
Total interest bearing liabilities	(4.0%)	4,892,132	5,095,479	5,019,116	5,039,310	4,600,381	4,760,833	4,605,433	4,846,983	4,813,077	4,831,241	4,766,215	4,764,238
Average cost of borrowings	0.1%	11.1%	11.0%	10.9%	10.9%	10.8%	10.8%	10.9%	10.8%	10.9%	10.8%	10.9%	10.8%
Cash and cash equivalents	(35.7%)	423,930	659,283	559,695	564,001	139,319	243,077	88,740	401,456	346,557	324,050	286,397	231,948

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Liquidity and funding (continued)

Instrument	Coupon rate	Class	Nominal amount at issue	Month end principal balance	Issue date	Maturity date
BAYA06	3-month JIBAR plus 4.750%	A	550,000,000	67,435,564	30/09/2010	30/09/2016
BAYA08	11.780%	A	50,000,000	50,000,000	15/11/2010	02/01/2018
BAYA15	11.530%	A	100,000,000	6,467,419	14/06/2011	30/06/2016
BAYA16	10.380%	A	10,000,000	1,295,177	12/10/2011	30/09/2016
BAYA17	3-month JIBAR plus 4.450%	A	80,000,000	10,292,283	21/10/2011	30/09/2016
BAYA18	3-month JIBAR plus 4.450%	A	100,000,000	12,865,351	30/11/2011	30/09/2016
BAYA19	3-month JIBAR plus 4.450%	A	135,000,000	24,720,561	30/11/2011	31/12/2016
BAYA23	10.510%	A	300,000,000	90,113,608	02/07/2012	30/06/2017
BAYA24	11.090%	A	95,000,000	95,000,000	02/07/2012	30/06/2017
BAYA25	3-month JIBAR plus 4.150%	A	50,000,000	15,317,851	15/08/2012	30/06/2017
BAYA26	10.225%	A	185,000,000	185,000,000	27/09/2012	02/10/2017
BAYA31	3-month JIBAR plus 4.300%	A	60,000,000	60,000,000	14/12/2012	31/12/2018
BAYA32	10.108%	A	75,000,000	75,000,000	28/02/2013	03/04/2018
BAYA33	3-month JIBAR plus 4.000%	A	15,000,000	15,000,000	25/03/2013	03/04/2018
BAYA34	3-month JIBAR plus 4.250%	A	100,000,000	100,000,000	25/03/2013	03/04/2018
BAYA35	3-month JIBAR plus 4.250%	A	50,000,000	50,000,000	25/03/2013	03/04/2018
BAYA36	3-month JIBAR plus 3.880%	A	50,000,000	22,687,656	02/04/2013	31/03/2018
BAYA39	3-month JIBAR plus 4.250%	A	320,000,000	320,000,000	30/09/2013	01/10/2018
BAYA41	3-month JIBAR plus 3.900%	A	50,000,000	27,780,615	30/09/2013	30/09/2018
BAYA42	3-month JIBAR plus 4.250%	A	130,000,000	130,000,000	30/09/2013	01/10/2018
BAYA43	3-month JIBAR plus 3.900%	A	150,000,000	50,586,134	24/01/2014	31/03/2017
BAYA44	3-month JIBAR plus 3.900%	A	150,000,000	54,554,375	31/03/2014	31/03/2017
BAYA45	3-month JIBAR plus 4.250%	A	150,000,000	150,000,000	31/03/2014	01/04/2019
BYA49U	3-month JIBAR plus 4.000%	A	65,000,000	65,000,000	05/05/2015	02/07/2018
BAYA50	3-month JIBAR plus 2.500%	A	25,000,000	25,000,000	31/03/2016	31/03/2017
BAYA52	3-month JIBAR plus 5.100%	A	225,000,000	225,000,000	31/03/2016	01/04/2019
Subtotal Class A notes			3,270,000,000	1,929,116,594		
BAYB03	15.360%	B	55,000,000	55,000,000	30/11/2011	31/12/2016
BAYB04	14.230%	B	90,000,000	23,331,039	02/04/2012	31/03/2017
BAYB05	3-month JIBAR plus 7.500%	B	50,000,000	50,000,000	15/08/2012	30/06/2019
BAYB06	3-month JIBAR plus 7.500%	B	30,000,000	30,000,000	14/12/2012	31/12/2019
BAYB07	3-month JIBAR plus 7.500%	B	20,000,000	20,000,000	22/02/2013	31/03/2020
BAYB08	3-month JIBAR plus 8.000%	B	50,000,000	50,000,000	25/03/2013	30/09/2020
BAYB09	3-month JIBAR plus 5.750%	B	115,000,000	115,000,000	24/01/2014	01/10/2018
Subtotal Class B notes			410,000,000	343,331,039		
Total			3,680,000,000	2,272,447,633		

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Covenant compliance

	Current requirement	Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	Jun 15	May 15	Apr 15
Financial covenants													
Senior Debt Cash Flow Cover Ratio	≥ 1.50 times	2.2	2.3	2.0	2.4	2.4	2.1	1.8	1.7	1.9	1.8	1.8	1.9
Senior Debt Interest Cover Ratio	≥ 3.50 times	5.8	6.5	6.3	5.3	6.1	6.0	5.8	5.2	5.3	5.8	6.0	6.3
Senior Debt to Net Qualifying Asset Value	≤ 70.0%	50.3%	51.2%	52.3%	52.2%	64.1%	62.2%	65.4%	68.7%	69.8%	70.0%	70.5%	71.0%
Bad and Doubtful Debt Ratio	≤ 17.5%	9.5%	9.3%	9.0%	9.5%	8.0%	8.6%	9.2%	9.9%	11.2%	12.4%	12.9%	13.5%
Equity invested in the Company by the Originator	> 22.5%	48.9%	49.8%	47.8%	48.6%	28.6%	32.6%	28.4%	26.2%	25.4%	25.8%	23.0%	23.0%
Cellular Contracts as a % of the Portfolio	≤ 10.0%	2.6%	2.7%	2.8%	2.9%	3.0%	3.2%	3.2%	3.4%	3.6%	3.7%	3.7%	3.8%

	Current requirement	Mar 16	Feb 16	Jan 16	Dec 15	Nov 15	Oct 15	Sep 15	Aug 15	Jul 15	June 15	May 15	Apr 15
Cash reserves													
Liquidity reserve	> 250,000	250,000	250,000	250,000	-	-	-	-	-	-	-	-	-
Arrears reserve													
Weighted NPLs as a percentage of the portfolio	≤ 26.2%	28.5%	28.6%	28.4%	28.5%	28.4%	28.1%	27.8%	27.4%	27.3%	27.3%	27.1%	27.2%
Reserve required (R'000)		19,411	20,553	18,605	19,660	19,157	17,175	14,104	10,674	9,502	9,588	7,935	8,716
Asset performance reserve													
Collections ratio	≥ 80.75%	105.9%	107.0%	108.3%	110.2%	111.2%	111.1%	109.9%	110.0%	106.7%	106.1%	105.7%	106.0%
Reserve required (R'000)		-	-	-	-	-	-	-	-	-	-	-	-
Reserved cash		230,589	229,447	231,395	-	-	-	-	-	-	-	-	-
		R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Expected collections (6 month average)		93,699	93,447	92,906	92,225	91,711	91,638	91,916	92,479	94,393	96,858	99,457	102,105
Actual receipts (6 month average)		99,260	100,011	100,631	101,610	101,955	101,817	101,044	101,730	100,755	102,750	105,120	108,242
Capital Redemption reserve		-	100,000	80,000	60,000	40,000	20,000	-	108,333	86,667	65,000	43,333	21,667

Monthly Investor Report

Glossary of terms

CD	Contractual delinquency = accumulated arrears / contractual instalments originally due
MOB	Month on book
MoM	Month on month
YTD	Year to date
Non-performing loans	The balance outstanding of loans and advances with a contractual delinquency greater than three months excluding loans and advances with a contractual delinquency greater than three months where three consecutive receipts have been received in the three-month period preceding the measurement date
Non-performing loans ratio	Non-performing loans / Gross loans and advances
Provision coverage	Impairment provision / Gross loans and advances